



# USERS OF VEINOPLUS®

## A SURVEY ON SYMPTOMS, BEHAVIOUR AND SATISFACTION

### PART 1. GENERAL INFORMATION ABOUT THE STUDY

#### I. Context

VEINOPLUS® is a medical electrostimulation device (1) manufactured by Ad Rem Technology (Paris), used in the prevention and treatment of Venous Disease (2). VEINOPLUS® acts by stimulating the “muscular aponeurotic pump of the calf”. Its effects have been demonstrated in clinical and hemodynamic studies (3)(4). Marketed in France since 2004 by various distribution networks, VEINOPLUS® is also exported to some fifteen countries.

#### II. Objectives

The “VEINOPLUS® Users” study was conducted only among individual French clients in order to find out their symptoms and their behaviour.

The Preliminary Results presented here cover the 4 principal questions of the study, namely:

1. What is the user profile (age, gender, activity...)?
2. For what condition(s) and symptom(s) do they use VEINOPLUS®?
3. What is the behaviour of the users with regard to VEINOPLUS®?
4. What is their degree of satisfaction?

#### III. Methodology

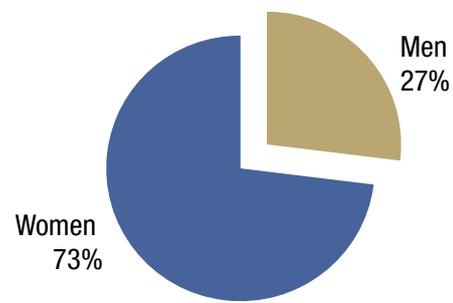
The selected clientele gathers customers using VEINOPLUS® for more than 6 months and having re-purchased electrodes from the company (whether or not the device had been purchased from the company).

A questionnaire of 31 open and closed questions was submitted by telephone survey over a period of 8 weeks, in the 4th Quarter 2009. Out of 310 people called, 100 individuals responded to the questionnaire, which is 32% of people called.

### PART 2. SYNTHESIS OF RESULTS AND ANALYSIS

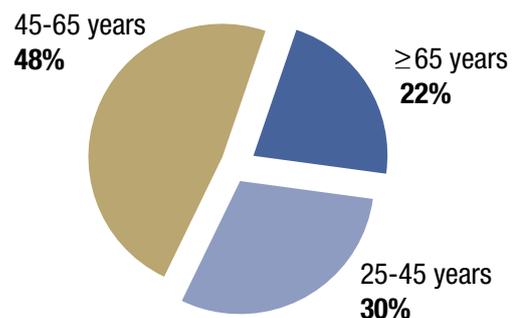
#### I. Who are the users of VEINOPLUS® (N=100)?

##### MALE/FEMALE DISTRIBUTION



The users of VEINOPLUS® are 3/4 women and 1/4 men.

##### AGE CATEGORIES OF THE SAMPLE

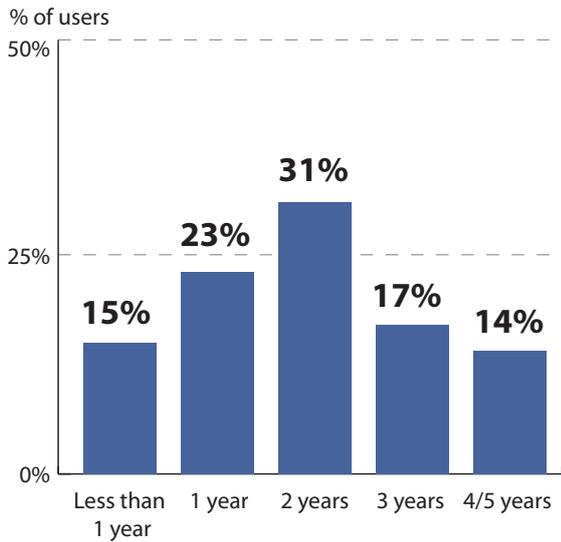


Over 3/4 of the VEINOPLUS® users questioned (78%) were working or of working age.

The average age of the users was 52 for women (25-84) and 50 for men (31-90).

The sample, with regard to male/female ratio and average age of the women, was in accord with the distribution recorded from consultations with a phlebologist of the recent study by J-F. UHL et al. (5) The men were on average younger in the VEINOPLUS® sample (age 50) than in the study (age 58).

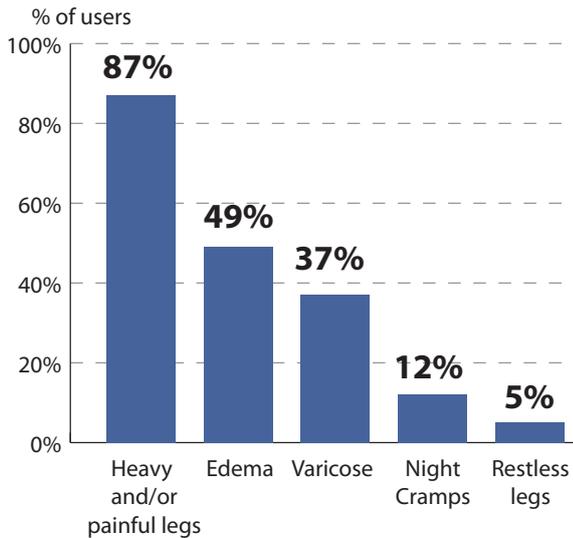
### USAGE DURATION



The sample included more than 60% of individuals having used Veinoplus for 2 years or more.

### II. What symptoms led to the use of VEINOPLUS®?

#### SYMPTOMS OF USERS

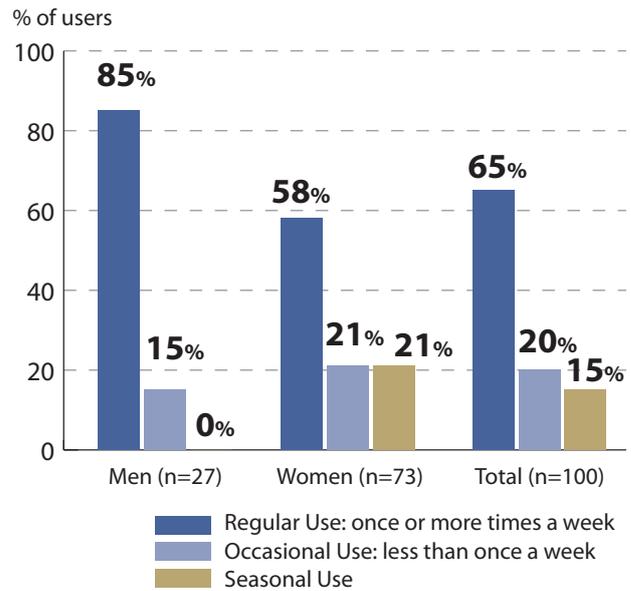


The above bar chart describes the symptoms presented by the users leading to the use of VEINOPLUS®. The vast majority of regular users of VEINOPLUS® suffer from heavy legs feelings and/or painful legs (symptoms grouped together in the same category), very often associated with other symptoms. Lower limb edema affected around 50% of the people questioned and came in 2nd place among the symptoms cited. The population suffering from edema is “overweighted” in relation to the aforementioned article. It should be noted that night cramps and restless legs are commonly associated. Among the people suffering from varicose symptoms, 57% of them had already undergone at least one varicose vein treatment (sclerotherapy, stripping, endolaser, etc...).

### III. When and how is VEINOPLUS® used?

#### a. Frequency of use

#### FREQUENCY OF USE

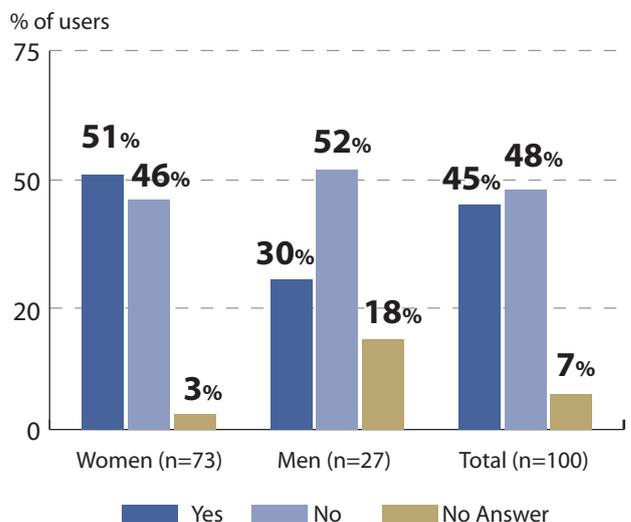


The users of VEINOPLUS® are generally diligent in their use of the device (2/3 use it more than once a week), particularly men. It may be that men are more diligent in usage because they wear compression stockings and socks to a lesser extent (see table below).

It should also be noted that a little over 1/5 of women use VEINOPLUS® according to the seasons, particularly during hot periods.

#### b. VEINOPLUS® and compression stockings/socks

#### WEARING OF COMPRESSION STOCKINGS AND SOCKS

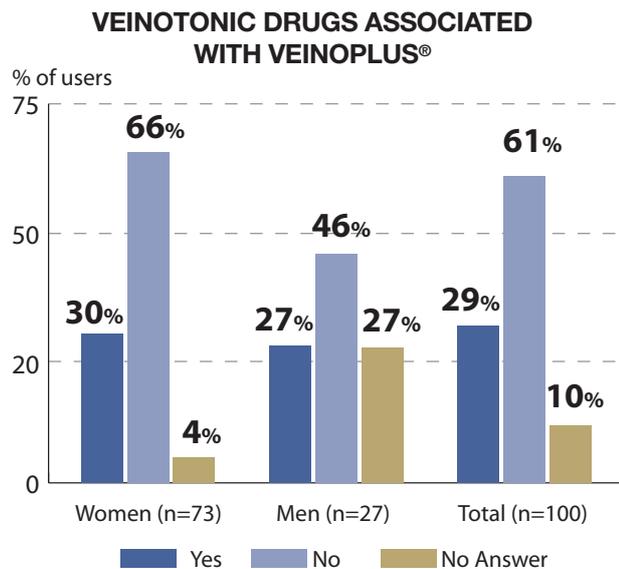


Regular users of VEINOPLUS® also frequently wear compression stockings or socks.

Over 50% of women combine VEINOPLUS® with compression. Men use compression to a lesser extent in the sample, but it is recognised that men are less familiar with compression, and similarly men tend to “avoid” the issue, with a 20% non-response rate.

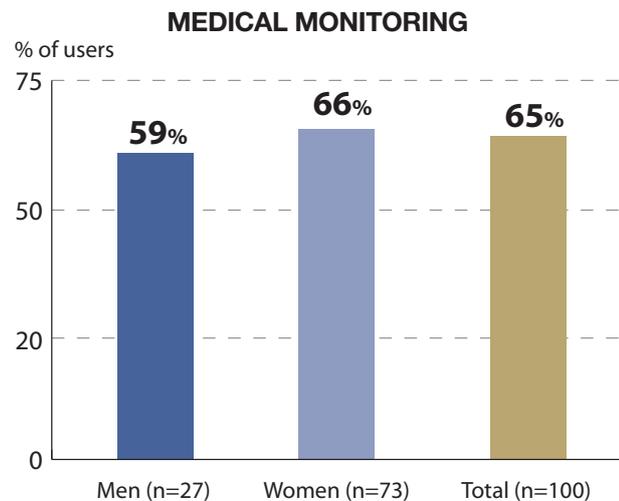
This can also mean that individual users of VEINOPLUS® are seeking alternative and/or complementary methods in relation to classic compression, the reference treatment to combat their venous insufficiency.

### c. VEINOPLUS® and venotonic drugs



Less than a third of individuals using VEINOPLUS® were taking venotonic drugs, with no notable difference between men and women.

### d. Medical monitoring



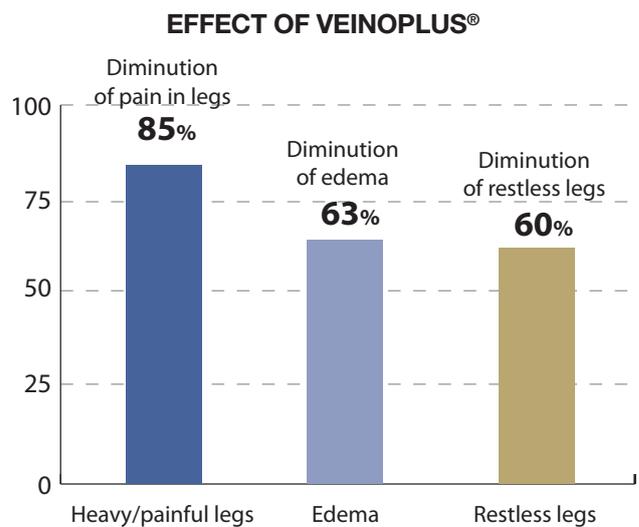
Almost 2/3 of the VEINOPLUS® users questioned were being monitored by a doctor for their vein problems, with little difference between men and women. Among these individuals, 70% are monitored by a Gp and 30% by a vein specialist (phlebologist, angiologist, vascular doctor, vascular surgeon).

It should be noted that almost 3/4 of users monitored by a doctor wear compression stockings or socks.

Conclusion: VEINOPLUS® users of the sample are people concerned by their condition and its symptoms. They are also treated medically, and they use various strategies to treat their venous insufficiency.

## IV. Satisfaction of users

### a. Effect of VEINOPLUS® on symptoms



According to the responses received, the device acts very effectively on heavy and/or painful legs (74 out of 87 people answered positively).

The level of satisfaction of users is also very significant concerning the effect of VEINOPLUS® on edema, and particularly the reduction of its volume.

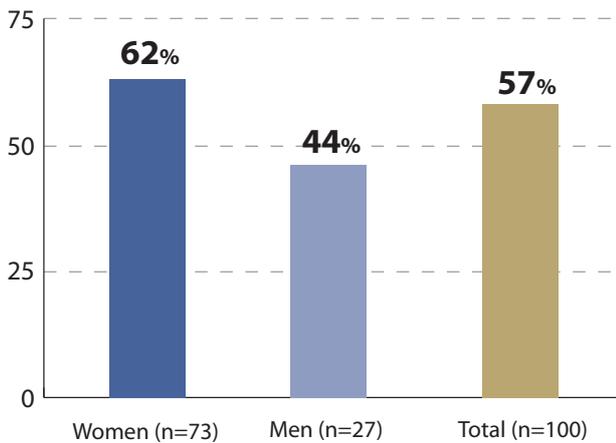
Even though the sample is not significant concerning users suffering from restless legs (n=5), the patients said they had been “very relieved” in 3 cases (60%). The results above are absolutely in line with the responses to the CIVIQ\* questionnaires of the clinical studies conducted by the company and published in 2005 and 2009 (3)(4).

Lastly, it is interesting to note that 11% of women said they had noted a certain stabilisation or even reduction in their varicose veins.

\*CIVIQ : Chronic Venous Insufficiency Questionnaire

**b. Does VEINOPLUS® have an immediate effect?**

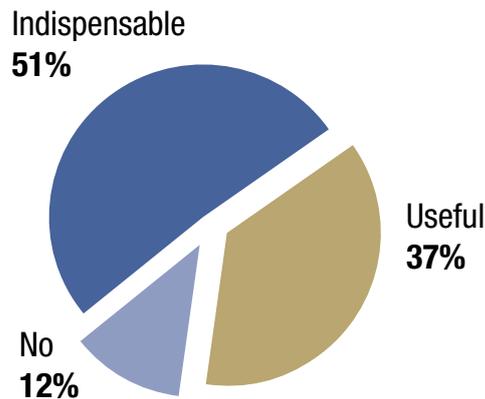
**INSTANT EFFECT OF VEINOPLUS®**



The vast majority of users confirm an instant effect upon use of VEINOPLUS®, particularly among women.

**c. Is VEINOPLUS® indispensable for the users?**

**VEINOPLUS® INDISPENSABLE?**



A little over half of individuals questioned think their device is indispensable.

In total, around **88% of VEINOPLUS® users consider VEINOPLUS® to be indispensable and/or useful.**

These figures therefore indicate a high level of satisfaction.

**Conclusion of François Becker and Philippe Blanchemaison, Vascular Doctors who have participated to the survey :**

*"Most of these patients have been looking for an alternative and/or complementary method to the usual ones and VEINOPLUS proved to be effective in bringing them relief from Venous Disease"*

Edited on April 27, 2010



USR-VO1-A-GB-02/2010

**VEINOPLUS®**

**Venous Disease prevention and care**

**Ad Rem Technology**

ISO 13485:2003 & ISO 9001:2008

162 rue du Faubourg Saint-Honoré

75008 Paris - FRANCE

Tel: +33 (0)1 42 60 00 22

Fax: +33 (0)1 42 60 00 63

[www.adremtechnology.com](http://www.adremtechnology.com)

[www.veinoplus.com](http://www.veinoplus.com)

- (1) VEINOPLUS® Electro-stimulator Class IIa - CE0535
- (2) Venous Disease: defined as venous insufficiency + heavy legs
- (3) Zuccarelli F, Launay J, LeMagrex J, Mollard R, Fargier P, Pujo M. Activation of Calf Muscle Pump by VEINOPLUS® Stimulation (Fr). *Angéiologie* 2005;57:48-54.
- (4) Le Tohic A, Bastian H, Pujo M, Beslot P, Mollard R, Madlenat P, Effect of electro-stimulation (Veinoplus) on lower limbs venous insufficiency-related symptoms during pregnancy. *Gynecol Obstet&Fertil* 2009;37:18-24 (data from group N°2)
- (5) Uhl JF et al. *Phlébologie* 2006, 59, N°1, 47-51, Importance of the reason for consultation in phlebology: be careful to the tree which hides the forest!